

Red Hat
Summit

Connect

OpenShift cloud automation with Lenovo & Red Hat

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Software Defined Solution Sales Executive
Lenovo Italy

Lenovo[™]

 Red Hat | [intel.](#)



Red Hat is the industry leader in open-source cloud software. Lenovo and Red Hat can provide an end-to-end, device to data center open cloud platform including compute, storage, network, end user platform and full cloud software architecture to provide the business agility our customers need. Unlike many of our other partnerships, there are no competitive overlaps between the Red Hat and Lenovo product Portfolios.

OEM VALUE PROPOSITION

Lenovo offers the **best prices** and support for as well as the **best performance** and experience on Red Hat software.

	Optimized	Value
<ul style="list-style-type: none">• buy hardware, software and support together	<ul style="list-style-type: none">• tested, integrated solutions	<ul style="list-style-type: none">• best pricing, one support call

Two ways to purchase Red Hat Products from Lenovo

	OEM	Resell
Products	RHEL/RHV	Entire RH portfolio
Terms	Standard & Premium 1, 3, & 5 yr	Standard & Premium 1 & 3 yr
Support Provider		 Red Hat

OEM or Lenovo Support (1,3,5 yrs)

Standard Support: **Lenovo L1 & L2 7x24**; Red Hat L3 5 days a week 9-5 (business hours)

Premium Support: Lenovo L1 & L2 7x24; Red Hat L3 7x24

Resell or Red Hat Support (1,3 yrs)

Standard Support: Red Hat L1, L2 & L3 5 days a week 9-5 (business hours)

Premium Support: Red Hat L1, L2 & L3 7x24

A unique support dedicated to solutions



- A **dedicated** number
- End-to-end support
- **Proactive** follow-up
- Direct access to level 2 technicians
- Level 3 escalation
- **Full** solution support
- Present in 51 countries

The largest selection of components



The largest selection of components

- Largest Choice of Processors 
- Largest Choice of disks 
- Largest Choice of additional cards 

To meet your needs as closely as possible



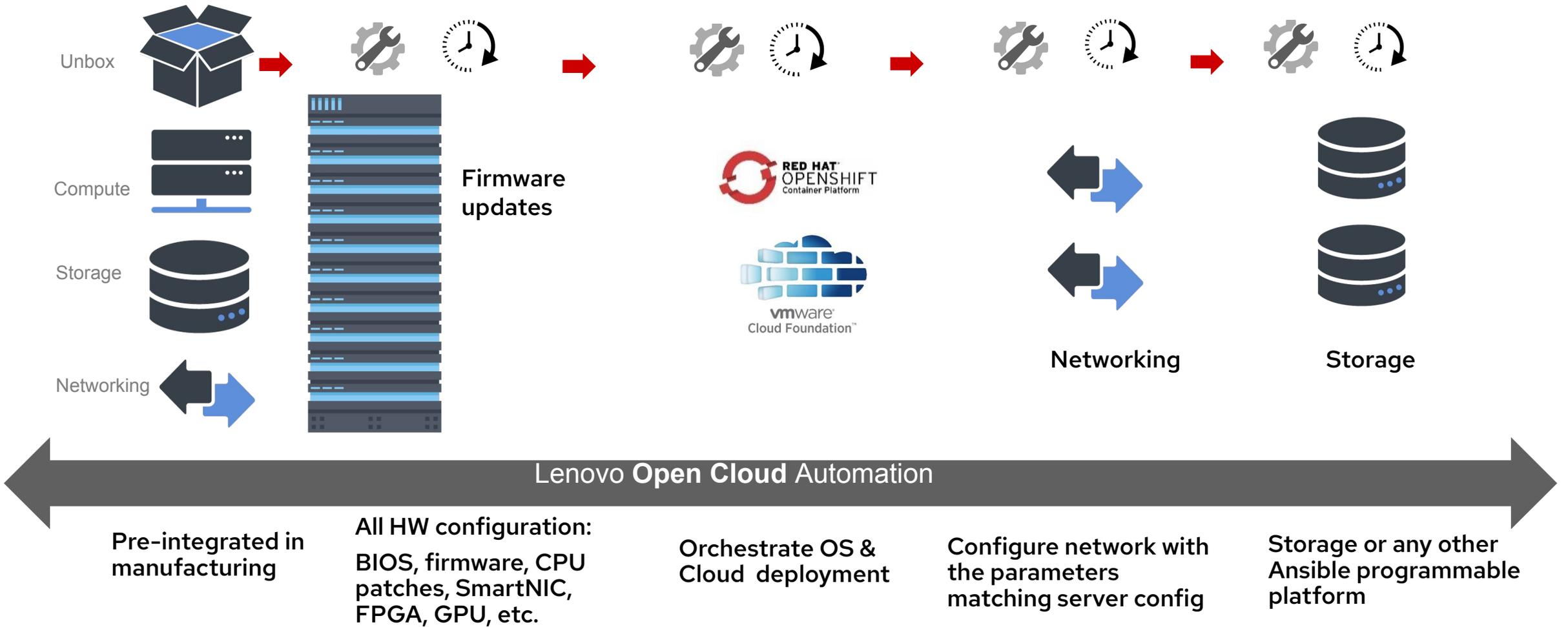
 **Red Hat**
OpenShift

 **Red Hat**
Enterprise
Linux

 **Red Hat**
Data Services

 **Red Hat**
Ansible Automation
Platform

End to end Automation Approach



Lenovo Open Cloud for Red Hat

Automation:

- Automated best practices deployment of Red Hat software atop Lenovo ThinkSystem
- Platform (Red Hat Hyperconverged Infrastructure for Virtualization, Red Hat OpenShift Container Platform)
- Tight integration between hardware and software
- Lenovo xClarity provider to Cloudforms
- Ansible Tower automated workflows for Day1/Day2
- Reference Architecture:
- Highly available & prescribed/tuned Red Hat OpenStack deployments, both control and data planes (SR-IOV, OVS-DPDK)
- <https://www.lenovopress.com>



Lenovo ThinkSystem SR630



Lenovo ThinkSystem SR650



RHHI-V



RH Ceph Storage



RH OpenShift



RH OSP for Service Providers



Lenovo Open Cloud

The Edge Computing opportunity

- 800% increase in the number of apps deployed at the edge. 1
IDC

By 2025 more than 50% of enterprise-managed data will be created and processed outside the data center or cloud. 2

Gartner

1 IDC: [IDC FutureScape: Worldwide IT Industry 2020 Predictions, Doc # US45599219, October 2019](#)

2 Gartner: [Predicts 2022: The Distributed Enterprise Drives Computing to the Edge](#) October 2021

Edge computing challenges



Environmental

- Power
- Cooling
- Space
- Location



Management

- System
- Application
- Data



Application

- Development
- Delivery
- Manageability
- Suitability
- Sustainability



Infrastructure

- Containers
- Kubernetes
- Virtualization
- HCI



Connectivity

- IoT Device
- Endpoint
- System
- Datacenter
- Cloud



Security

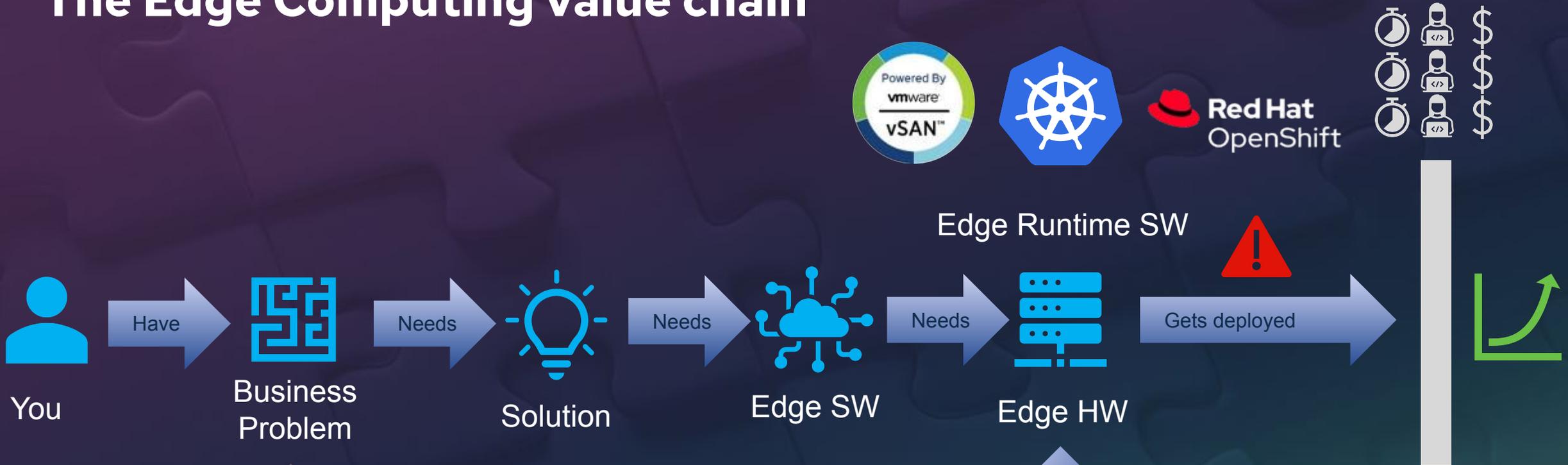
- Device
- Data
- Application



Logistics

- Shipping
- Deployment
- Man-in-a-van

The Edge Computing value chain



- Large amounts of raw, localized data
- High data transit costs
- Fast response time is needed

Lenovo



Data-center vs Edge deployments: similar but not the same



Data-center

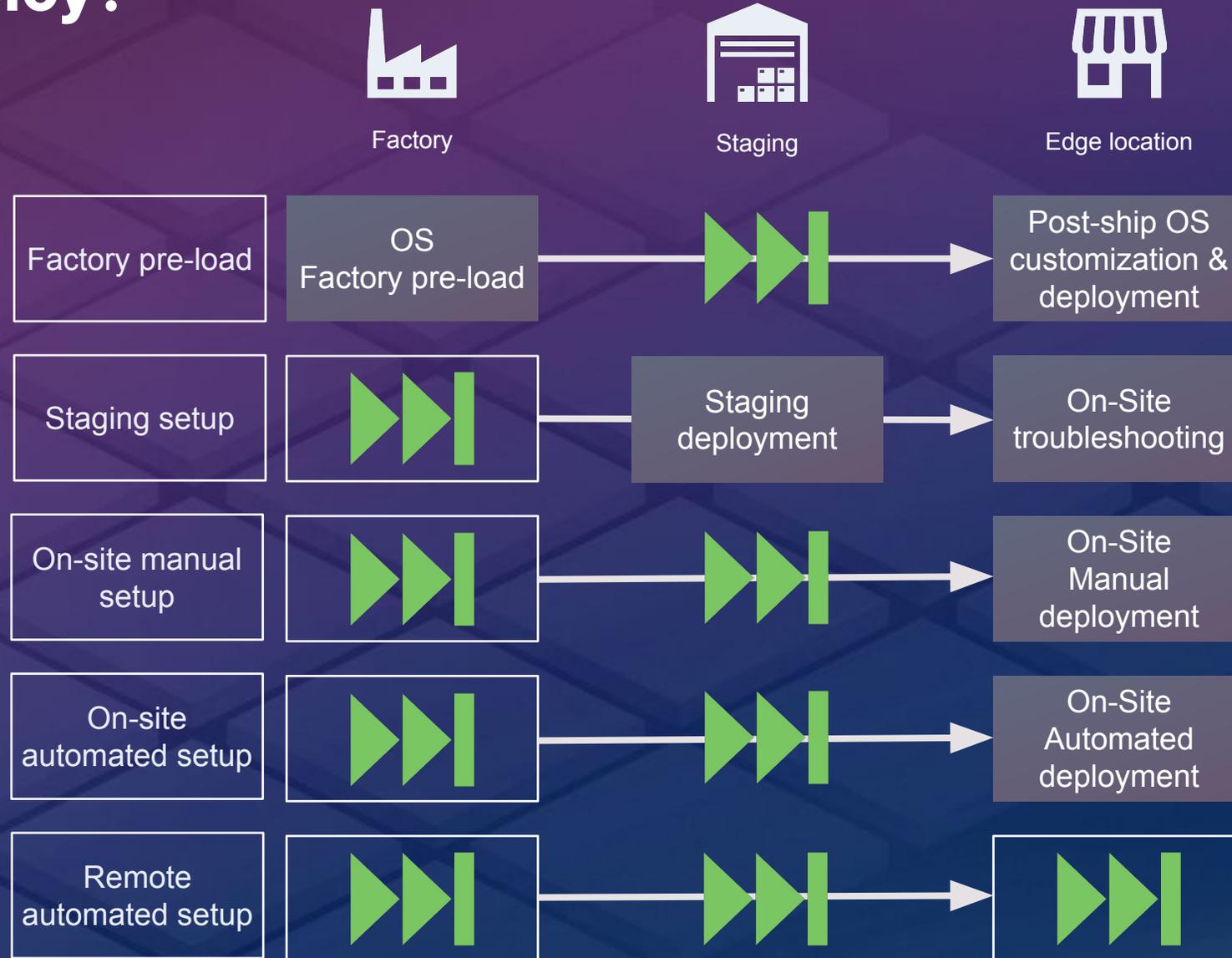
- Massive scale
- Concentrated in single locations
- Straight-forward deployment
- SREs on site and on call – fixed SLAs
- LCM best-practices exist



Edge

- Exponential scale
- Geographically distributed
- Complex deployment
- Divide and conquer approach to field support - variable SLAs
- LCM approaches are nascent

How to deploy?



Deployment options comparison



Factory



Staging



Edge location



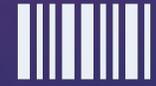
Cloud Planning



Time



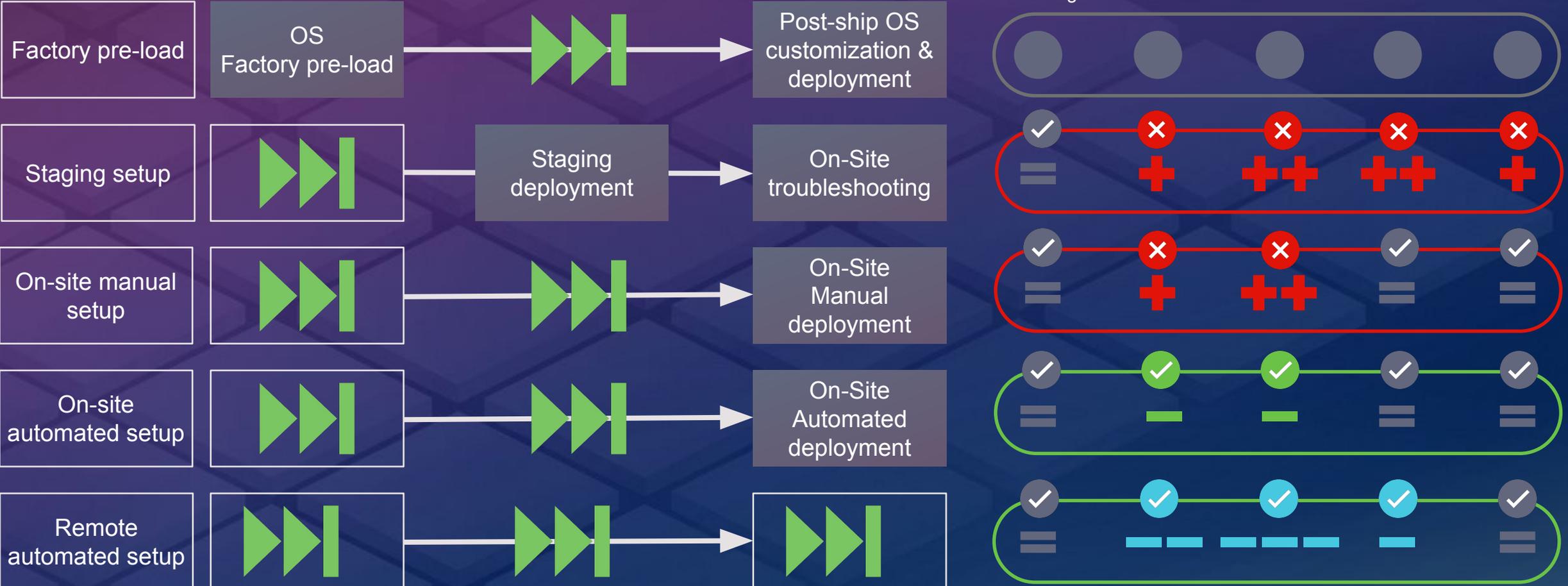
Skills on site



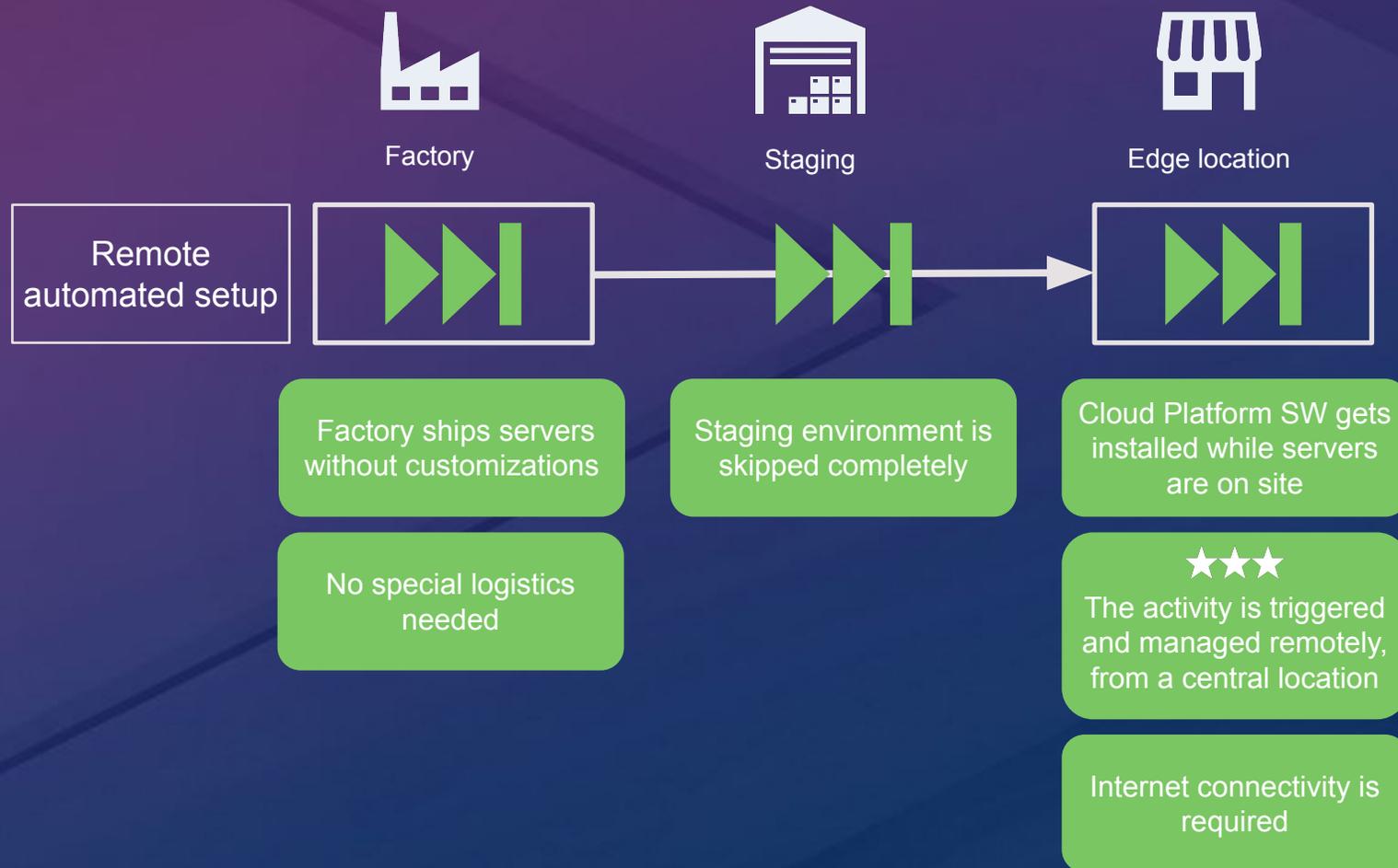
Logistics execution



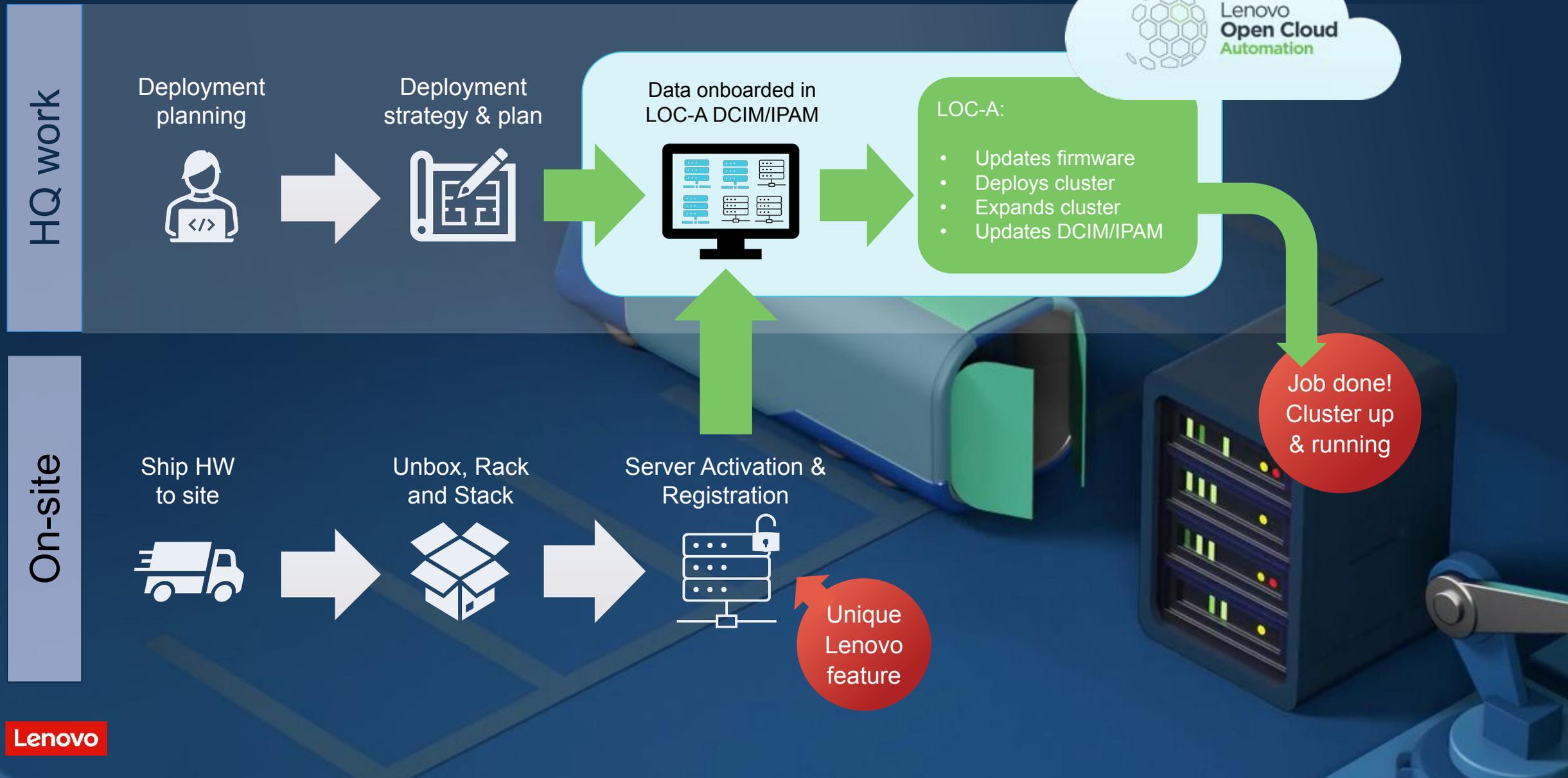
Shipping Costs



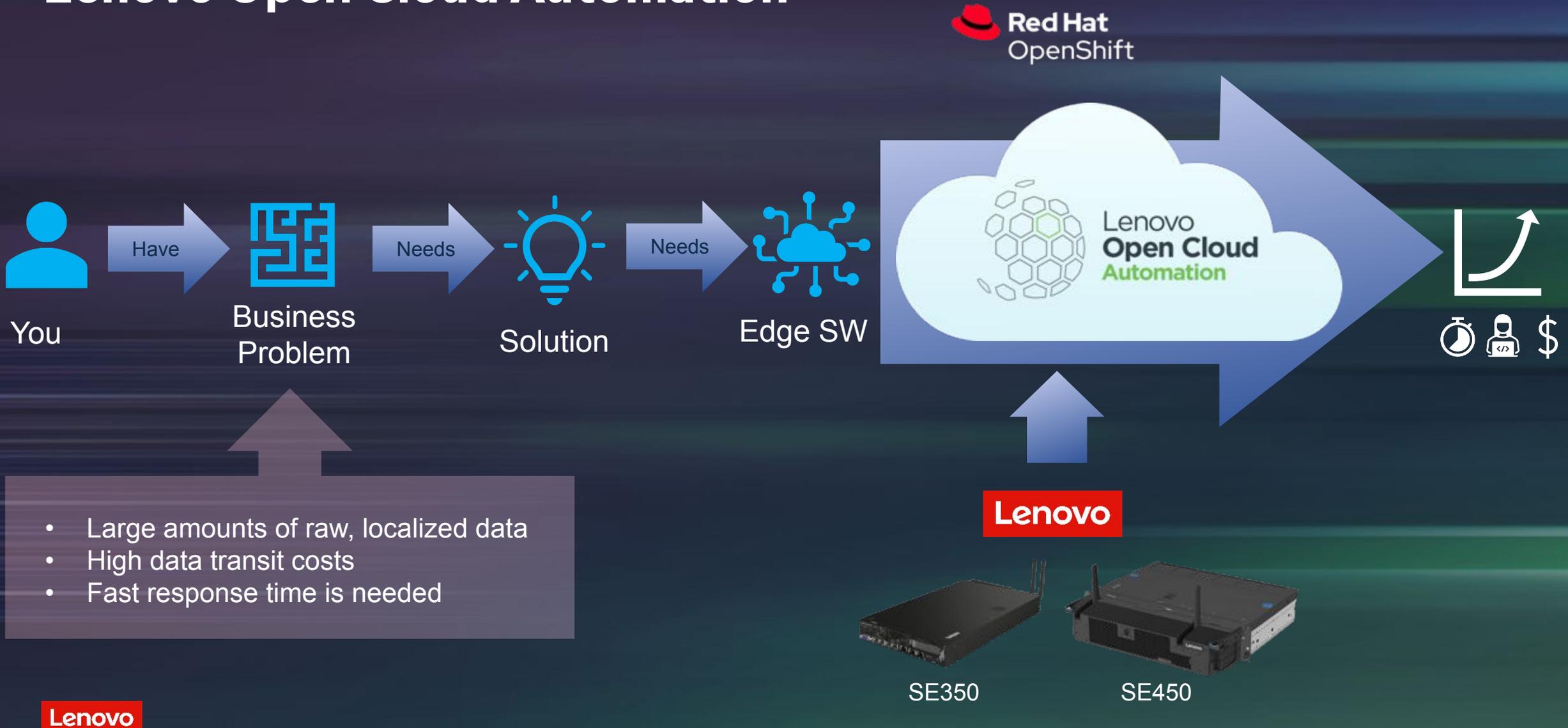
We choose to focus on the best possible deployment options



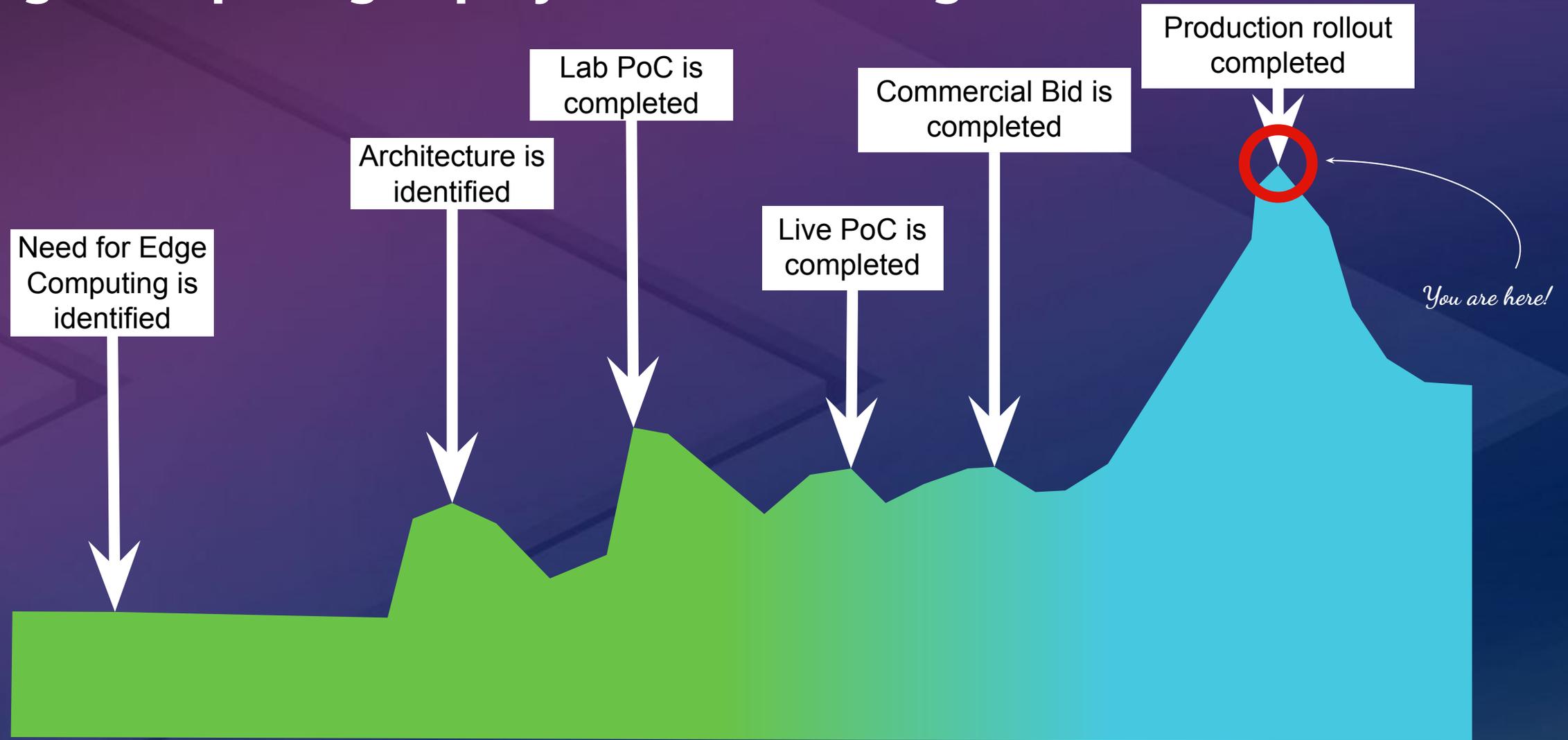
Remote automated setup



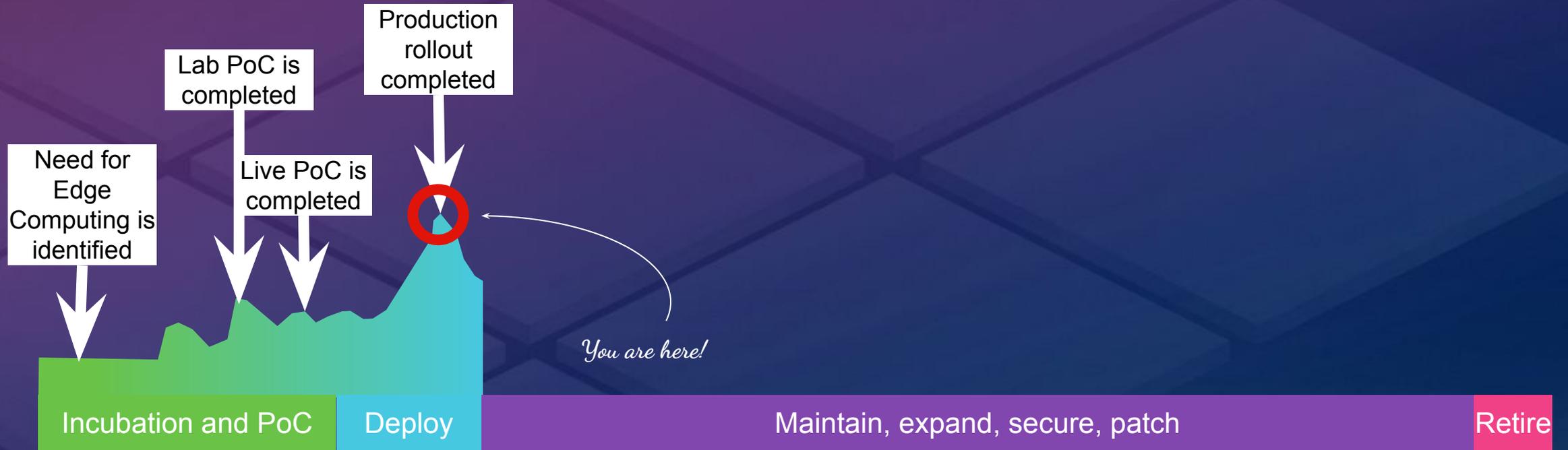
Get results faster with Lenovo Open Cloud Automation



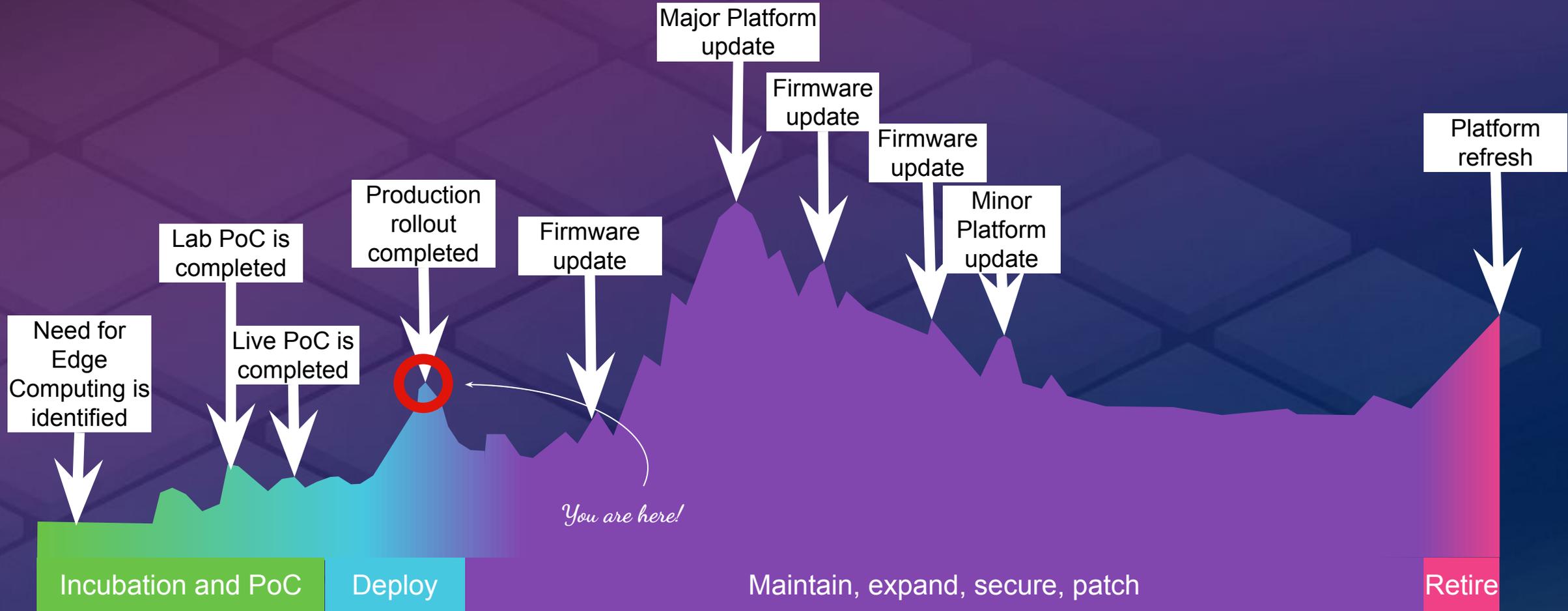
Edge Computing deployment – climbing the mountain



Edge Computing – The journey is long and the climb steep



Edge Computing – The journey is long and the climb steep



Lenovo Open Cloud Automation handles the entire lifecycle of your Edge infrastructure!

Call to Action

[Ad hoc discount for you](#)

Tell us about your Edge deployment challenges

Contact Lenovo to see how Lenovo Open Cloud Automation can help



<https://lenovopress.com/datasheet/ds0129-lenovo-open-cloud-automation-for-red-hat-openshift>



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