

ESG SHOWCASE

Lenovo and Nutanix Help Businesses to Simplify Remote Work Strategies

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ABSTRACT: As they have learned from their remote work experiences as a result of the COVID-19 global pandemic, IT organizations are evaluating solutions that can support hybrid and distributed work environments. Lenovo and Nutanix are aimed at helping businesses achieve the benefits derived from these environments by delivering secure access to any device at any time, focusing on user experience, and helping them shift from a CapEx model to OpEx value. Lenovo TruScale for Hosted Desktops with Nutanix is a complete technology stack aligned to support an economic model that maps to how businesses are prioritizing employee experience while embracing OpEx operating models.

Remote Work Amplifies the Value of Strategic Solutions

Remote work works. The rapid shift to remote work has demonstrated that the technology works well. Employees and executives have been pleased with their organizations' abilities to maintain connection, collaboration, and employee productivity. In addition to keeping the spotlight on remote work, companies are also laser-focused on delivering optimal user experiences while adapting to flexible economic consumption models. These priorities are underlined by additional ESG research that highlights:

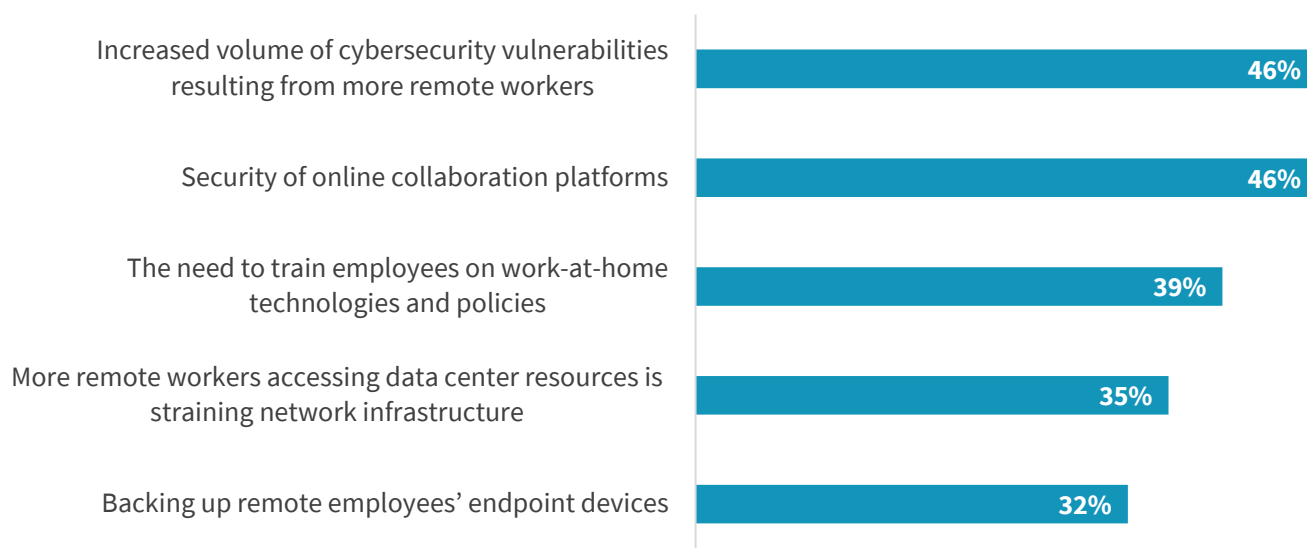
- Improved employee technology experience is the most commonly identified benefit of hosted desktops—over cost and time savings.
- 88% of organizations accelerated plans for or usage of hosted desktop technology as a result of COVID-19...
- ...and 77% of those organizations view this as a long-term strategy they will continue to follow once the pandemic has subsided.¹

While businesses have accelerated their execution plans for hosted desktops, they are also facing some challenges due to the rise in remote workers as a result of COVID-19. Work-from-home mandates were accompanied by an increased volume of cybersecurity vulnerabilities and a hyper focus to secure online collaboration platforms. Figure 1 highlights that businesses needed to think through how to train employees on technology and policies while IT found more stress on their network infrastructure that was not necessarily designed to accommodate the remote work demand.

¹ Source: ESG Master Survey Results, [Digital Workspace Strategies in an Increasingly Remote Worker World](#). All ESG research references and charts in this showcase have been taken from these survey results.

Figure 1. Top 5 Biggest Challenges of Supporting Remote Workers

What are your organization's biggest challenges when it comes to supporting an increased number of remote workers as a result of COVID-19? (Percent of respondents, N=389, multiple responses accepted)

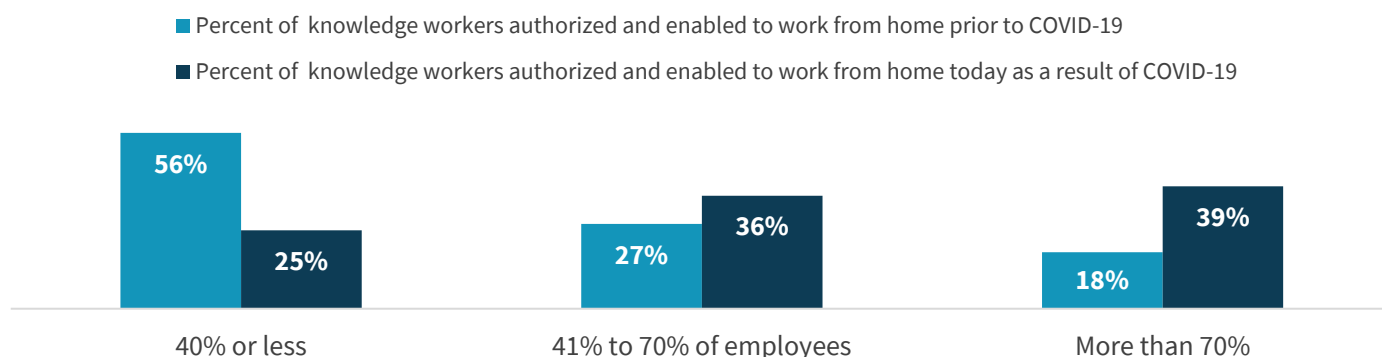


Source: Enterprise Strategy Group

ESG also saw a shift of remote-enabled knowledge workers and expect to see this trend continue with back-to-office initiatives. Figure 2 shares insight into how this knowledge worker enablement has shifted, as prior to the COVID-19 pandemic, 56% of organizations had 40% or less of their knowledge workers authorized and enabled to work from home. As a result of COVID-19, 39% of companies now have more than 70% of their knowledge workers authorized and enabled to work from home.

Figure 2. Knowledge Workers Benefit from Accelerated WFH Strategy

Prior to the COVID-19 situation, approximately what percentage of your organization's knowledge workers were authorized and enabled to work from home? As a result of the COVID-19 situation, approximately what percentage of your organization's knowledge workers are currently working from home? (Percent of respondents, N=389)



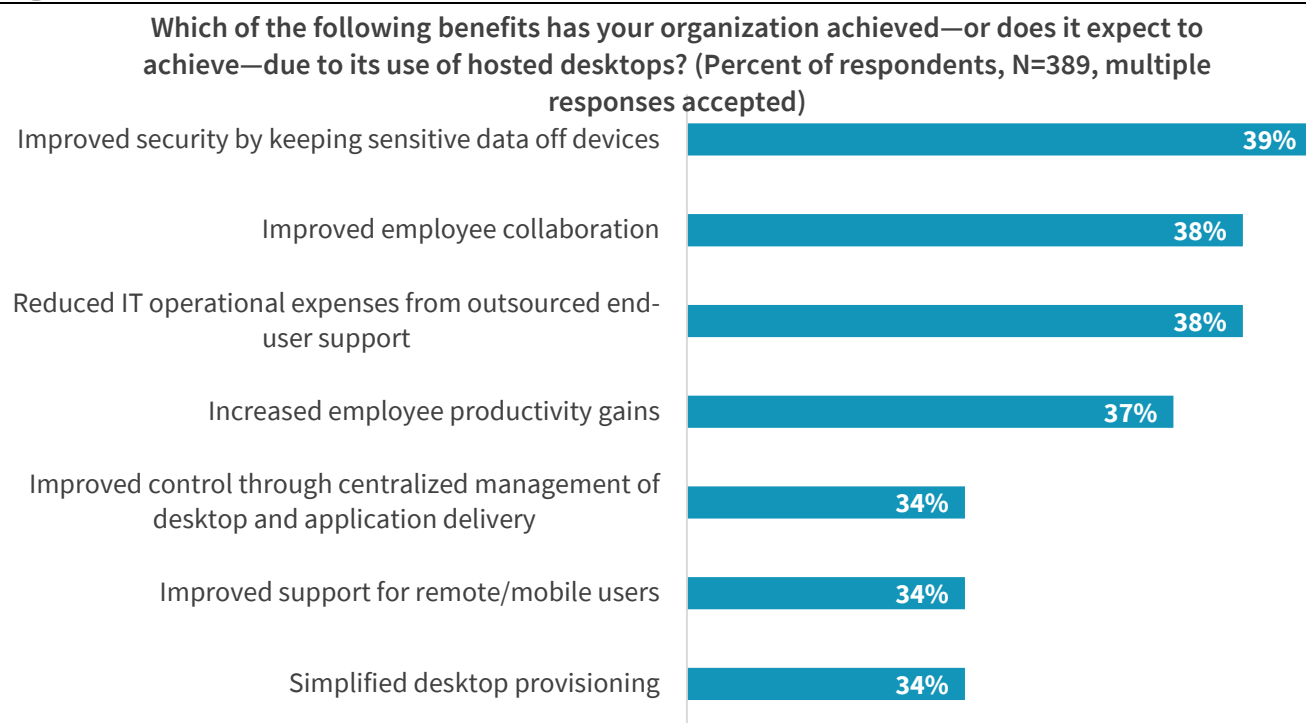
Source: Enterprise Strategy Group

As team leaders, executives, and employees learn from their remote work experiences, IT organizations are evaluating solutions that can support hybrid and distributed work environments. IT professionals are assessing endpoints, infrastructure, and consumption models they believe will help them to accommodate the future of work. Lenovo and Nutanix have partnered to help organizations meet business and technology requirements, successfully execute on hosted desktop strategies, simplify deployment, and ease operational management.

Nutanix and Lenovo Map to Business and Technology Conditions

ESG research continues to validate that the benefits of hosted desktops, inclusive of virtual desktop infrastructure (VDI) and desktop-as-a-service (DaaS) technology, are clear and align well with organizations' current top business priorities. Security, collaboration, productivity, simplified management, and improved support are all well represented in the benefits that organizations expect to achieve due to their use of hosted desktops (see Figure 3).

Figure 3. Top 7 Benefits of Hosted Desktops



Source: Enterprise Strategy Group

Lenovo and Nutanix are aimed at helping businesses achieve these benefits while maintaining focus on key imperatives, which include:

- Delivering secure access to any device at any time.
- Focusing on user experience ...not operational management.
- Helping them to shift from a CapEx model to OpEx value.

The joint solution consists of Lenovo thin client and PC devices, a hosted desktop platform of choice (including Citrix or Nutanix Frame), Lenovo ThinkAgile HX with Nutanix HCI cloud software, and Lenovo TruScale services. The TruScale services encompass advising and capacity planning; full deployment of the offering, including client devices; infrastructure

managed services; and single point of support for the entire solution. Lenovo and Nutanix are helping take the guess work and risk out of delivering hosted desktops with a VDI-as-a-service solution built and delivered with an economic model that businesses will benefit from. LenovoThinkAgile HX Series are HCI systems with Nutanix's Cloud software preloaded. ThinkAgile HX systems enable IT organizations to pool compute and storage resources into a single virtualized infrastructure for flexibility, efficiency, maximized utilization, and simplified management. The systems ship from Lenovo as fully integrated and validated building blocks that are linearly scalable.

A Solution with Choice

Client Devices

- Lenovo thin clients offer a choice for businesses that require a dedicated endpoint device to securely project the hosted desktop to the end-user while optimizing how IT manages the endpoint device environment.
- Lenovo offers a variety of PCs that are geared directly for mobile users who require durability and performance to maintain their productivity.

Hosted Desktop Platform

- Citrix Virtual Apps and Desktops deliver complete Linux and Windows workspaces that mimic the look and feel of a locally installed traditional desktop. The images are securely managed and delivered from a central location and can meet some of the most demanding remote application requirements of employees today.
- Nutanix Frame is a remote desktop service that enables access to apps using a web browser or Frame client. For those seeking to avoid the complexity of traditional VDI, Frame is an app virtualization and delivery engine that is natively compatible with all three major public clouds as well as Nutanix' private cloud. Utilizing Frame's cloud-based multi-cloud manager, Nutanix AHV on Lenovo ThinkAgileHX can also integrate with public cloud providers, including Amazon Web Services, Microsoft Azure, and Google Cloud, to create a distributed delivery architecture at scale.

Lenovo is also providing a single point of support for the solution to help simplify the unpredictability and exposure that exists across the workforce today. For the Hosted Desktops offering, services include advising and capacity planning; full deployment of the offering, including client devices; and infrastructure managed services.

The Bigger Truth

Lenovo and Nutanix are offering a complete hosted desktop solution that enables businesses to maintain the comfort and trust their employees experience with on-premises infrastructure while gaining the benefits of cloud economics. Lenovo TruScale for Hosted Desktops with Nutanix has the potential to help accelerate remote work for your employees with a turnkey, OpEx-based, cloud-like subscription provided by Lenovo TruScale services and Nutanix cloud software. Lenovo and Nutanix are aimed at helping businesses reduce upfront capital costs and risk while providing full support and management on-premises.

Solutions like Lenovo TruScale for Hosted Desktops with Nutanix help support organizations that are planning, activating, consuming, and optimizing their remote work business and technology strategies. The solution is a complete technology stack aligned to support an economic model that maps to how businesses are prioritizing employee experience while embracing OpEx operating models.



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