

Regain control of your Virtualization Strategy

A practical step-by-step guide
to smarter hybrid cloud

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Get the choice, flexibility and freedom to use hybrid cloud as a springboard – not a barrier – for innovation.

Turn uncertainty into opportunity

Do you feel stuck? Are your hybrid cloud capabilities limited? The virtualization landscape has changed. Many organizations find it challenging to adopt different virtualization platforms right now especially while facing major revisions to licensing models, support structures and pricing.

Businesses might also be facing complexity. Workloads scattered across different silos that are difficult to shift, scale and right-size to your needs.

Among this uncertainty, organizations are reassessing their infrastructure strategies. While that may feel disruptive, it also presents a valuable opportunity to:

- modernize infrastructure
- simplify operations
- regain cost predictability
- adopt a more flexible hybrid cloud architecture

This guide outlines a practical, structured approach to assessing your hybrid cloud virtualization needs without compromise.

83%
of CIOs worry they don't have enough resources to invest effectively in innovation.

81%
of CIOs are focused on making their tech stack and teams more agile and resilient.

Source: Lenovo Global Study of CIOs 2023



Hybrid cloud without compromise

Nutanix has emerged as one of the most widely adopted enterprise virtualization alternatives.

Combined with Lenovo ThinkAgile infrastructure, Nutanix provides a modern hyperconverged platform designed to simplify hybrid cloud operations and meet shifting customer priorities.

Together, Lenovo and Nutanix deliver:

- **Simpler infrastructure operations**
Nutanix consolidates compute, storage and networking into a single hyperconverged platform, reducing complexity and administrative overhead.
- **Cost predictability and lower OpEx**
Nutanix licensing models offer greater clarity and long-term cost stability compared to traditional virtualization stacks. While Lenovo migration protection packages help reduce first-year risk.

- **Built-in hybrid cloud capability**

Workloads can run seamlessly across on-premises environments and public cloud infrastructure.

- **Enterprise-grade performance**

Lenovo ThinkAgile FX and HX systems combine high-performance hardware with Nutanix software to deliver a resilient and scalable infrastructure platform.

- **Freedom from vendor lock-in**

Regain control with migration approaches to suit your business. From a multi-vendor approach with Lenovo ThinkAgile FX (supports Nutanix, VMware and Microsoft) to full stack transitions with Lenovo ThinkAgile HX with the built-in power of Nutanix cloud platform.

- **Hardware availability**

Lenovo Top Choice Express ensures available supply and faster shipments with an order-to-ship promise of 10 days.*

* Orders are shipped direct from Lenovo warehouses within 10 business days from the date of order through your Lenovo partner. This timeframe excludes delivery as ship times may vary based on platform and component availability, order processing, logistics, and external factors beyond Lenovo's control. Lenovo is not liable for delays.

A practical three-step framework

Whether you are pursuing a multi-vendor strategy, expanding platform diversity, or planning a phased transition over time, moving away from a core virtualization platform can feel daunting, but with the right approach, it can be predictable, structured and low risk.

Lenovo ThinkAgile FX (supports Nutanix, VMware and Microsoft) or HX, powered by Nutanix, enables a controlled, low-friction path forward using a three-step framework for minimal business disruption:

- 1 Assess your current environment**
- 2 Plan and execute the migration**
- 3 Optimise and innovate on the new platform**



Step 1: Assess

Evaluate your environment

Before making any changes, it is essential to fully understand your current infrastructure environment.

Every infrastructure deployment is different – each with its own dependencies and mission-critical functions. That's why it's crucial to thoroughly assess your virtual machine (VM) environment to ensure a smooth transition to your new virtualization platform.

We can help with the Lenovo and Nutanix Assessment Service. Our trusted experts can evaluate your current infrastructure, create the right Virtualization Strategy and, ultimately, recommend the best approach to meet your objectives.

A structured assessment helps identify:

- Current workloads and virtual machines
- Application dependencies
- Infrastructure constraints
- Migration complexity
- Potential cost savings

This ensures the next steps are both realistic and risk-controlled.

Key activities in this phase

- Map all virtual machines and workloads
- Document application dependencies
- Identify business-critical systems
- Assess infrastructure performance requirements
- Evaluate data protection and backup strategies
- Identify potential migration risks



Virtualization assessment worksheet

Use this quick self-assessment to evaluate whether your organization should begin planning a new Virtualization Strategy.

Question

Yes

No

Are existing software licensing changes impacting your IT budget?

Are you planning a data center refresh within the next 2-3 years?

Do you need greater hybrid cloud flexibility?

Are operational costs becoming difficult to predict?

Do you want to simplify infrastructure management?

If you answered Yes to two or more questions, it may be time to begin evaluating a migration strategy.



Step 2: Plan and execute

Make a smooth move to your new platform

After your environment is fully assessed, you can start the execution process. But we know this is no simple task. From planning to deployment, many factors must be addressed to minimize the risk of anything going wrong.

That's where Lenovo and Nutanix come in. We offer all the support you need to make your migration a success - including risk assessment, detailed roadmaps, rigorous testing and validation.



How our experts will help:

Plan

- Develop a detailed roadmap.
- Identify risks, prerequisites and dependencies.
- Establish backup and data protection measures.

Execute and validate

- Execute the transition and configuration of virtual machines and associated data.
- Rigorously test and validate the functionality and integrity of the migrated virtual machines.

Example migration pathways

Whatever your goal, we can build a path forward that works for you - from on-premises to cloud - so you can move to your new virtualization platform with ease.

On-premises from VMware to Nutanix

- From VMware software running on traditional three-tier infrastructure (separate servers, storage and networking) to Nutanix with Lenovo.
- From a VMware vSAN environment to Nutanix and Lenovo HCI.
- From another hyperconverged infrastructure (HCI) environment running VMware (like Lenovo VX, Dell or HPE) to Nutanix and Lenovo HCI.

Step 3: Innovate

Reduce risk and accelerate value

Lenovo combines industry-leading infrastructure platforms, migration guidance and managed services for ongoing operation of your migrated workloads – helping you use hybrid cloud as a springboard for innovation.

Wherever you are in your journey, you can choose the approach that best aligns with your business and operational needs:

1. First-year migration protection package[†]

If you're new to Nutanix, Lenovo offers comprehensive migration packages designed to reduce risk and accelerate value realisation. Contact us to find out more.

2. Lenovo Top Choice Express – CapEx-based experience

Acquire Lenovo ThinkAgile HX with Nutanix software preloaded, ready to deploy – accelerating time to value and reducing implementation risk:

- Pre-tested, validated solutions
- Fast delivery and advisory guidance
- Competitive pricing

3. Lenovo TruScale for Hybrid Cloud – OpEx-based model

Move to a consumption-based model with pay-as-you-go flexibility from Lenovo TruScale, enabling you to purchase with confidence:

- Pay only for what you use
- Align infrastructure costs with business demand
- Enable hybrid cloud without upfront capital expense

Eligible products: Lenovo ThinkAgile HX, ThinkAgile HX Top Choice Express (fast shipping), ThinkAgile FX (Nutanix, VMware and Microsoft support) with Nutanix NCI, NCM or NCP (minimum 3-year term).

Lenovo TruScale



Less risk, more innovation

Accelerate innovation with access to the latest technology and industry-leading solutions. Experience greater security and control through a no-risk, no-surprise, pay-as-you-go consumption model.



Flexible commitment, simple scaling

We offer a low minimum commitment with no hidden costs. Easily scale and provision new capabilities without incremental capital investments. This keeps you ready for peak business performance and growth.



Right-sized, all the time

Your infrastructure is tailored to your organization's needs, so you get the full cloud experience that you need. Better yet, it can help progress your sustainability strategy. Optimizing your data center with Lenovo TruScale IaaS can help reduce CO2e and power by up to 20%.*



Full maintenance, support and management

End-to-end services including assessment, migration, 24/7 monitoring, managed services and incident support.



Realize value faster

Get up and running with minimal upfront capital costs. We combine hardware, software, services and management into a single solution with a predictable and affordable regular fee – meaning you see value on your investment faster.



Security you control

Get the peace of mind and benefit of physical on-premises security, capacity control and protection of your data.

*Source: TruScale IaaS accurately reports on power and CO2 emissions allowing managed infrastructures to be designed, implemented and tuned not only for performance and capacity but also for CO2 emissions. Ongoing monitoring of the system using Lenovo XClarity Power Monitor and systems performance figures are used to optimize power consumption by the infrastructure. CO2 emissions will be calculated based on the localized carbon footprint of the power source used.

Handy readiness checklist

Use the following checklist to evaluate your current virtualization modernization needs.

Infrastructure assessment

Do you have a complete inventory of virtual machines?

Have application dependencies been documented?

Do you know which workloads are business-critical?

Operational readiness

Do you have internal stakeholders aligned on virtualization goals?

Have you identified potential downtime constraints?

Do you have a defined rollback strategy?

Financial evaluation

Have you analysed current licensing costs?

Have you modelled potential cost savings with alternative platforms?

Have you assessed infrastructure refresh timelines?

Strategic considerations

Does your current platform support your future hybrid cloud strategy?

Are your infrastructure costs predictable over the next 3-5 years?

Are you confident in the long-term roadmap of your current platform?

If several of these questions remain unanswered, a structured assessment can provide clarity.



Added value of Nutanix

Our best-in-class ThinkAgile HX HCI platform with Nutanix industry-leading software is a hyperconverged infrastructure cluster solution that hosts virtualized compute, storage and networking alongside a hybrid cloud management platform. This delivers simple and seamless support for hybrid cloud from a single solution. Take advantage of the cost and flexibility benefits of the full cloud experience – while managing your workloads with ease.

Power and flexibility *with Nutanix Cloud Infrastructure*

Power your business with advanced cloud technologies and streamline how you procure, deploy and manage IT services. Enjoy support for multiple public clouds and hypervisors (like Nutanix AHV, VMware ESXi and more).

Advanced cybersecurity *with Nutanix Flow Network Security*

Gain full visibility of your virtual network, microsegmentation and application-centric protection from network threats, malware and ransomware. Complete security and compliance monitoring ensures you minimize cyber risk.

Simplified management *with Nutanix Prism*

Achieve faster and simpler IT operation with one-click planning, provisioning, insights and firmware updates. Leverage the time and cost-savings of ThinkAgile HX to enable your IT to focus on innovative solutions for your business.

Compatibility that's smarter

The Nutanix modular approach means it is easily compatible with other virtualization platforms, ensuring a connected hybrid cloud solution.



How we have helped other businesses



Building better experiences for citizens in the public cloud

“With the Lenovo ThinkAgile HX platform, we can run these mission-critical (data and analytics) applications with complete confidence”

Octavio Gonzalez Loza

Director General of Information Technologies, Jalisco State Government.

The Challenge

To enhance citizen experience, Jalisco State Government needed to make some big changes behind the scenes to enable smooth service delivery. That included major IT system migration – aimed at centralizing dozens of government agencies on a single hybrid cloud infrastructure.

The Solution

The Jalisco State Government chose Lenovo and Nutanix to unite its traditional 3-tier compute, storage and network into one hyperconverged (HCI) platform. With the help of Lenovo Managed Services and Premier Support, the organization centralized core government services on two Lenovo ThinkAgile HX series clusters, comprising 42 compute and storage nodes – supporting 295 virtual machines.

The Results

>70% of government services supported by Lenovo-Nutanix HCI

Faster delivery of modern citizen services

Less cost and complexity by using a unified cloud platform.

[Learn more ->](#)

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How we have helped other businesses



Dedicating more time to data solutions

“With Lenovo TruScale, scaling out our infrastructure is as simple as asking Lenovo for a new node. We don’t even have to rack and stack the node; the Lenovo team comes to the data center and does it for us.”

Matthew Day
CEO, Evodian

[Learn more ->](#)

The Challenge

Evodian is a data management technology platform. As a start-up, they need to be able to scale quickly and efficiently. They also wanted to free up time for their talented data engineers to focus on delivering effective data solutions, rather than worrying about infrastructure. When refreshing their data center infrastructure, they looked for a partner to take on the day-to-day management and maintenance.

The Solution

After evaluating potential solutions, Evodian selected Lenovo TruScale Everything-as-a-Service based on Lenovo ThinkAgile HX Series hyperconverged infrastructure (HCI). The solution offers high performance private cloud infrastructure built on ultra-reliable hardware including a core Lenovo ThinkAgile HX cluster at the data center, two Lenovo ThinkAgile HX clusters installed at client sites, and Nutanix Cloud Platform licenses; Lenovo workstations, laptops, monitors for Evodian employees and clients; and Lenovo point-of-sale solutions for some clients.

The Results

Robust, reliable infrastructure

Quick, easy scalability

Expert support and maintenance

How we have helped other businesses

fernao somnitec

On-demand scalability with cost-effective private cloud

“We needed the flexibility to design right-sized IT solutions for our customers with fast performance and easy scalability. Our goal was to provide mission-critical workloads of all sizes with a standardized, cost-efficient, and extensible platform.”

Jan Fischer

Head of Infrastructure and Cloud Automation, Fernao Somnitec AG

[Learn more ->](#)

The Challenge

In today's fast-paced business environment, managed service provider, Fernao Somnitec needed to be able to respond rapidly to new opportunities and customer requests. To build on its strengths of combining flexibility with the highest quality standards and local data governance, they decided to automate time-consuming IT administration tasks. And, they also wanted to ensure they could scale rapidly and cost-efficiently.

The Solution

To deliver robust private cloud services to its customers, Fernao Somnitec deployed a hyperconverged infrastructure (HCI) solution based on 32 Lenovo ThinkAgile HX Series Certified Nodes and Nutanix Cloud Platform.

The company set up three separate Nutanix clusters targeting different performance requirements. All cluster resources are shared across customers, enabling the company to offer more granular sizing and pricing options compared to dedicated systems.

The Results

39 hyperconverged nodes across five clusters

40% fewer systems needed with latest server models

70% lower operating costs

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Ready to regain control of your Virtualization Strategy?

Periods of change in the technology landscape often prompt the most important strategic decisions.

Whether you are actively planning a migration or simply exploring alternatives, Lenovo and Nutanix will help you move forward with greater clarity and confidence.

Join our experts for a two-half-day advisory workshop of hands-on experience, demonstrations, and expert guidance. Designed to help you and your team better understand the Nutanix platform and explore the practical steps involved in migrating workloads.

> [Book a workshop](#)

Alternatively, speak with a Lenovo expert about our first-year risk protection packages designed to reduce risk and accelerate value realisation.

> [Schedule a call](#)

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