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Compete to Win:
Lenovo & VMware
Callout Day.

Who are we targeting? What are their main challenges today?

Roles	Priorities	Pain Points
 CIO, VP of Cloud Platform or Infrastructure	<ul style="list-style-type: none">• Improve the experience of customers and employees accelerating the shift to digital business• Drive innovations that pursue new business models• Build a future-fit strategy through platforms, practices and partnerships• Lead the cloud center of excellence and work with internal stakeholders to improve operational capabilities• Oversee cloud business management, strategy and implementation	<ul style="list-style-type: none">• Complex multi-cloud implementation• Lack of agility and flexibility• Operational complexity• Need to support new workloads (AI)• Achieve consistent application performance.
 VP of Infrastructure and Operations	<ul style="list-style-type: none">• Re-platform legacy apps to new-driven platforms.• Build platform as product to meet the requirements of app dev teams• Support the distributed workforce• Consolidate IT infrastructure via data center consolidation• Lead the DevOps transformation• Ensure the operational success of data center architecture	<ul style="list-style-type: none">• Guarantee application high-availability• Improve business resiliency• Provide an IT architecture to adopt new application development• Reduce operational IT costs• Comply with industry regulations

Influencers: ITDM's, Cloud/ Enterprise Architect, System Admin, Site Reliability Engineer, DevOps Manager, Platform Operator, App Developer



Key Qualifying Questions

Infrastructure Requirement & Virtualization Strategy:

- Could you describe your existing IT infrastructure and data center setup?
- Which hypervisor are you mainly leveraging?

Challenges and Pain Points:

- What are the primary challenges or pain points you are facing with your current IT infrastructure?
- Are there specific performance, scalability, or management issues you would like to address?

Scalability:

- Do you anticipate the need for scalability in the near future? How do you fore see your organization's growth?
- Is the ability to easily scale your infrastructure important to you?

Workloads and Applications:

- What types of workloads and applications are critical to your business operations?

Future IT Strategy:

- Can you share insights into your organization's future IT strategy and goals?
- How open are you to adopting emerging technologies and trends in the IT landscape?