How to balance business innovation and operational excellence

IT decision-makers have officially earned their seats at the table — nearly three-quarters of CIOs say their roles have been elevated by the visibility they received during the pandemic.[1] Now they have to figure out what to serve first.

83% of IT decision-makers are seeking digital transformation.

Lenovo TruScale DaaS equips employees with the latest tech like the ThinkPad® X1 Nano with Intel vPro,® An Intel® Evo™ Design, built for what IT needs and users want.

Digital strategy and transformation took the lead last year for 67% of CIOs, but the number fell to 60% in 2022 as IT decision-makers focused on the fundamentals of optimizing and managing technology.[1] Priority whiplash has left more than 76% of CIOs struggling to balance two critical goals: business innovation and operational excellence.[1]

With the right technology partner, IT decision-makers don't have to choose. Smarter digital workplace solutions raise the bar on productivity, business agility, and infrastructure integrity, freeing them to focus on strategic organizational change. In fact, that's how they would prefer to spend their time — 83% of IT decision-makers are actively seeking digital transformation opportunities that will help their companies contribute good to the world.[2]

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Lenovo recommends Windows 11 Pro for Business.

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What should you look for in a technology partner?

An end-to-end solution provider will have your back, optimizing operations in three essential ways.

01. Productivity and collaboration

Exceptional technology is the baseline for productivity and collaboration, supporting hybrid workplaces, connecting employees, and securing data and devices from anywhere. When it works, technology enables peak performance and improves user experience. On average, three-quarters of employees credit their business technology with making them feel more productive and empowered.[2] And 60% of IT decision-makers see their employee experience (EX) scores rise by focusing on improving users' experience with technology.[3]

When technology doesn't work, IT decision-makers put innovation on the back burner while they scramble to field help desk requests, respond to security emergencies, push out patches, and source new products to meet evolving business needs.

Look for technology that's optimized to work together, promises exceptional reliability, and leverages the most current innovations for data and employee security.
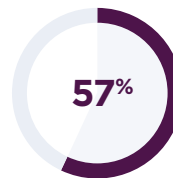
Lenovo delivers a portfolio of premium solutions — hardware, software, services, and accessories — ranging from PCs and smartphones to smart collaboration to augmented and virtual reality technology (AR/VR). Plus, innovations in remote management and automation technology can cut time spent on manual processes by as much as 50%.[5] Hardware- and software-based security and manageability tools elevate productivity on modern devices like the ThinkPad® X1 Carbon, featuring Windows 11 Pro and Intel vPro,® An Intel® Evo™ Design, built for what IT needs and users want.[5]

About half of CIOs right now are spending significant time on operational IT improvements, and 26% are busy reacting to IT crises.[1]

What would you be doing if your technology could manage and secure itself?

02. Agility and optimization

Business transformation often depends on the ability to scale — and that requires immediate access to mission-critical technology. Quick access to technology has proven elusive for some organizations, which results in IT teams spending significant time managing older equipment.

57% of IT decision-makers currently wish they could replace half or more of their existing technology.[6]

That's an easy ask if they're partnered with a technology provider that offers as-a-service solutions. With Lenovo TruScale, devices, infrastructure, services, and support can all be scaled easily to meet evolving business needs. Everything from the pocket to the cloud is available on demand, from a single point of contact, in a cost-efficient OpEx model. End-of-life recycling is also an important part of the package — streamlining the process for IT decision-makers, eliminating security risks associated with asset disposal, and helping to meet organizational sustainability goals.

When it comes to freeing up time for innovation, few decisions are as impactful as choosing an as-a-service partner. When everything from infrastructure to end-user devices is optimized, updated, and ready to be deployed anywhere in the world, operational excellence takes care of itself.

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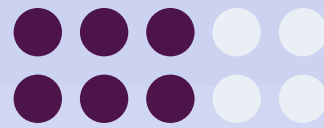
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03. Intelligent infrastructure

Businesses need an infrastructure that delivers faster time to insights, improved application performance, enhanced security, and better manageability.

Cloud computing is an important part of the equation. As of 2022, 60% of corporate data worldwide is now stored in the cloud,[7] and that makes achieving operational excellence significantly easier.

Within just a few months after migrating to the cloud, 80% of businesses report operational improvement[8] thanks to the continuity, resilience, and efficiencies that are achieved with hybrid cloud computing.

The Intel® Xeon® Scalable processors in Lenovo's ThinkAgile appliances optimize workloads and improve efficiency, providing significant improvement in data processing capacity. Along with flexible cloud storage, IT decision-makers also have access to remote management services and support analytics through one customer portal. With increased visibility across the entire fleet and the capability to manage technology remotely, they can significantly reduce organization-crushing downtime — and make time for transformation.

Smarter IT decision-makers don't go it alone. 92% of CIOs believe technology vendors play a valuable role in their company's overall success.[6]

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intel® XEON® PLATINUM

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PARTNERS IN RELIABILITY

Digital workplace solutions, like those including the Lenovo ThinkPad® X1 Nano with Windows 11 Pro and Intel vPro,® An Intel® Evo™ Design — built for what IT needs and users want — offer superior performance and reliability. Hardware- and software-based features drive security and remote manageability.

SUCCESS STORY
Istituto Technico Superiore (ITS) Angelo Rizzoli

Lenovo's portfolio of premium solutions is helping students at one of Italy's leading vocational education and training schools learn, collaborate, and develop their technical skills. More than 400 students are using Lenovo technology to study applications like artificial intelligence, application and web development, cybersecurity, and digital communication.

"With Lenovo and HSC System, we've succeeded in establishing a solution that's highly efficient and sustainable, both from a financial and management perspective. We've worked hard to refine our procurement model so we can keep students on the cutting edge of new hardware developments while staying within a tight budget.

"We've also been able to streamline device configuration and maintenance with help from Lenovo. This enables us to provide essentially an 'out-of-the-box' solution that gets students up and running with their new laptops almost instantly. Meanwhile, it's very straightforward for our teams to manage the laptops, which allows us to support an ever-growing fleet of devices easily and cost-effectively."

Roberto Sella, General Manager, ITS Angelo Rizzoli

Read the whole story >>>

SUCCESS STORY
Jalisco State Government

In Mexico, Jalisco State Government used a hyperconverged infrastructure solution from Lenovo and Nutanix to deliver digital government services at great speed and lower cost. The new platform hosts more than 70% of the government's workloads and consolidates operations from 25 government agencies onto a single hybrid cloud platform.

"We wanted an infrastructure platform that could stand the test of time. In Lenovo, we saw a company with the right technology, experience, and reputation for innovation. By partnering with Lenovo, we were able to make our investment much safer and gain a platform that was flexible enough to evolve with us over time."

Mario Arauz Abarca, General Coordinator of Government Innovation, Jalisco State Government

Read the whole story >>>

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What to look for from an end-to-end technology partner

With the right technology partner, IT decision-makers don't have to choose between business innovation and operational excellence. An end-to-end technology partner ensures you achieve both.

Here's what to look for:

☐ **A broad portfolio.**
Organizations need options. Expect to see a full range of solutions — including hardware, software, and services — engineered for productive multitasking.

☐ **Expertise.**
Options can be overwhelming without guidance. Lenovo's diverse global perspective, coupled with local insights and cross-industry expertise, help us see things differently. We understand our customers' needs better and we creatively deliver solutions that achieve their business outcomes.

☐ **Compatible technology.**
Look for infrastructure, devices, software, peripherals, and accessories that are optimized to work together.

☐ **As a service for scale.**
How quickly can you access new technology when you need it? As-a-service solutions let you scale technology at any time. Lenovo TruScale DaaS equips employees with the latest tech like the ThinkPad® X1 Nano with Intel vPro,® An Intel® Evo™ Design, built for what IT needs and users want.

☐ **A single point of contact.**
Juggling multiple vendor agreements is inefficient and costly. Lenovo is a single source of support with a network of partners we can tap into to meet our customers' diverse and unique needs.

☐ **Sustainability initiatives.**
Customers and employees demand sustainable tech. Lenovo is deeply committed to sustainability with programs for comprehensive end-of-life recovery, CO_2 offset, and energy conservation. Our products and packaging are designed to reduce energy consumption, reduce waste, and minimize our carbon footprint.

☐ **Flexible cloud computing.**
IT decision-makers say the cloud enables operational efficiency and improved security. Look for a vendor who can help you spin up extra cloud capacity whenever you need it.

☐ **Remote security and manageability.**
Save time — yours and your employees' — when you can manage technology through a cloud-based portal.

Contact your Lenovo representative today to see how you can unlock opportunities with a better technology experience. Learn more about our digital workplace solutions and flexible hybrid cloud solutions at **www.lenovo.com/smartersolutions.**

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