

Tackle multiple business priorities with one solution.

How Lenovo TruScale delivers resilient, fully integrated technology-as-a-service – anywhere in the world.

Businesses in APAC markets are increasingly focused on improving their resilience to disruption, present and future challenges. CIOs believe that tech innovation will help their business to grow, meanwhile CFOs are seeking to improve resilience by freeing up capital. How can TruScale satisfy both professional agendas at the same time?

Digital transformation is no longer just a tech decision – it's a business critical one. However, finding the right tech to ensure a seamless employee experience while protecting investment and providing real-time ROI, is no small ask.



What matters to CIOs?

The role of the CIO has evolved. According to IDG, CIOs or top IT execs are involved in every stage of the technology purchasing process¹, making them the main driver in leading organizational transformation.

For the forward-thinking CIO, retaining top talent and remaining competitive in a digitally agile world is a priority. But faced with the competing agenda of the CFO, finding a solution that can deliver complete resilience, enhance the employee experience, plus build a business that's fit for the future comes with its own set of challenges.

Addressing the financial challenge

Making the case for transformation isn't simple. CIOs face the challenge of making a viable case that protects investment and ensures the seamless running of operations – all while trying to empower teams and revolutionize efficiencies.

Lenovo TruScale simplifies the procurement, deployment, and management of reliable IT innovation. Giving businesses access to fully integrated solutions that empower teams with the tech needed to innovate without limits. Igniting competitive business strategy and driving efficiency. And all with the simplicity of a scalable pay-as-you-go model. But what does this mean when it comes to delivering on investment?

Frequent objections posed by financial teams include:

- Cost of change
- Risk of employee downtime
- Lengthy onboarding processes
- Fear of using a single tech supplier

With Lenovo TruScale, these concerns needn't be an obstacle for growth. The TruScale solution provides hands-on support for configuration and deployment from the outset and throughout. Seamlessly alleviating any disruption and keeping productivity at a maximum throughout transition and beyond.

How can TruScale satisfy employees and free up capital?

Businesses are adapting to create a consumer-like experience for their team members like never before. One that focuses on tech enablement, integration, and the flexibility to work remotely. The result? An effective improvement on experience which has a knock-on effect for productivity, retention, and customer experience. Increasing value by:

- Enabling businesses to scale up, down and pause – whatever the size of business or resources needed.
- Providing fully managed support from round-the-clock experts – TruScale's Service Delivery team become a Trusted Advisor for IT teams, interacting with them on a regular basis and acting as an extension of the team itself.
- Reducing complexity – employing a reliable single service provider with the size and scale of Lenovo lowers TCO and mitigates any risk of supply chain disruption.
- Freeing up capital and providing predictable monthly expenses – empowering finance teams to improve organizational agility and provide a compelling ROI.

Lenovo's TruScale solution enabled KPMG to reduce its security risk and improve cost-efficiency – enhancing productivity and boosting employee satisfaction. This helped to resolve asset management issues such as lost devices, cutting KPMG's employee to device ratio down from 1:1.8 to 1:1.2.²

Similarly, TruScale enabled another of the Big Four – with offices in Singapore – to free up employee time by managing end-user technology on behalf of employees. Creating more time for the organization to focus on what matters – generating growth.²

What does the future look like for businesses left behind?

With organizations acting decisively to achieve future-proofed resilience, only time will tell what the future holds for those who choose to hold back.

To create a seamless hybrid experience for employees, businesses need to deliver reliable, resilient technology that enables teams to work securely, wherever they're based. The key, Director of Asia Pacific Digital Workplace Solutions at Lenovo, Shayne Harris, states, is "implementing a solution that allows our customers to respond quickly and easily to changes in their market conditions."

Lenovo TruScale empowers transformation that raises the bar on individual productivity, team collaboration, and business agility – delivered with the simplicity of a scalable as a service, pay-as-you-go model.

¹IDG, "2022 Executive Summary State of the CIO," 2022.

²Source taken from interview notes

Revolutionize your resilience

Want to modernize, simplify and rapidly scale your organization? It couldn't be simpler with technology-as-a-service from Lenovo TruScale.

Learn more at www.lenovo.com/TruScale