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## 3 keys to future-proofing your organization

**Eighty-two percent of CIOs believe their job is harder today than it was just two years ago.<sup>1</sup>**

Hybrid work environments, employee retention initiatives, and global supply chain issues have all forced companies to focus on agility, reliability, and efficiency more than ever before. Technology is squarely at the center of those efforts. What can your organization do in the next six months to stay competitive? These three actions will ensure that you not only keep pace with digital transformation, but move forward.

### Unleash your IT teams

IT leaders have a vision for the future. More than half are making major technology decisions based primarily on their own strategic insight, and three-quarters believe their organizations' success depends more on their performance than on any other C-suite role.<sup>1</sup>

Their teams need the freedom to shape their organizations to meet the trends and changes they see coming on the road ahead. That means supporting them with the most advanced technology. Nearly 60% of CIOs say they would like to replace half or more of their current technology.<sup>1</sup>

As a service based technology models empower IT teams to build the technology infrastructure they envision with minimum upfront capital costs. Look for end-to-end services with solutions that move from the pocket to the edge to the data center to the cloud.

With ongoing access to the most current and appropriate technology, IT teams can easily address their day-to-day challenges and stay focused on innovating for the future.

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# Prioritize your capacity to scale

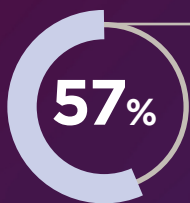
Versatility to scale should be an IT organization's driving principle. **IT leaders have to adapt quickly to changing market conditions:**

- Fluid workforces with rapid employee movement and turnover.
- Increasing demand for hybrid and remote work options.
- Elusive consumer preferences.
- A constantly evolving security threat landscape.

In response, they need full control to scale their fleets up or down, manage remote technology, pivot to support new products, and stay ahead of impending threats.

Most CIOs are struggling with those tasks. **More than half say they find it challenging to manage remote workers, deploy new technology, and scale the infrastructure to meet changing business needs.**<sup>1</sup> On any given week they may need to provision new users in multiple locations or spin up extra high-availability cloud storage.

Flexible pay-as-you-go technology models deliver scalability in ways that traditional procurement methods can't. Devices, infrastructure, services, and support can all be added, changed, or removed easily through a single point of contact. Organizations are always equipped with the optimal technology — no more and no less.



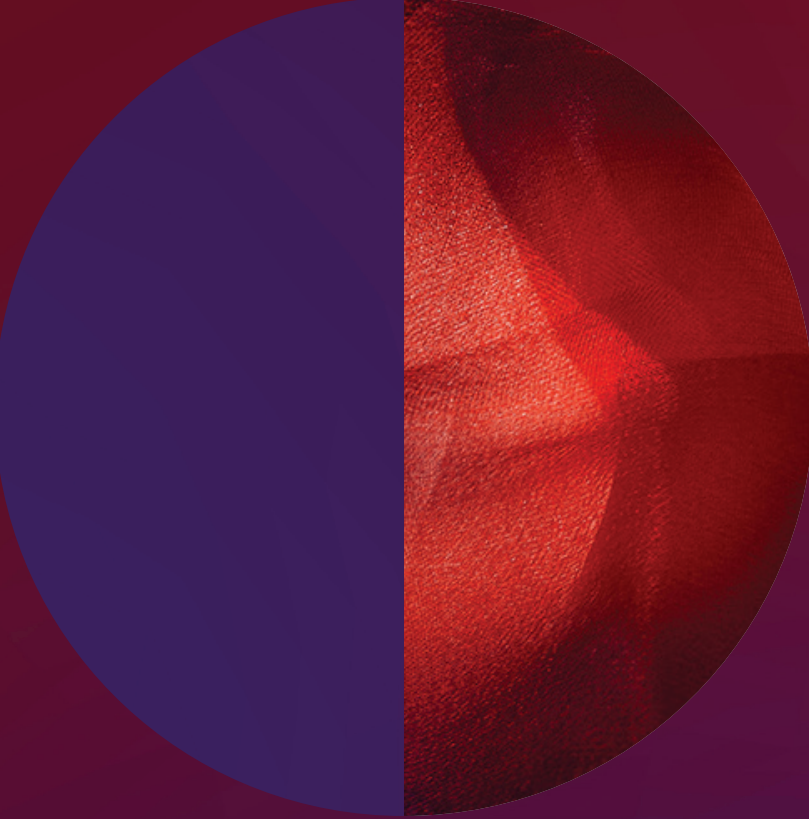
57% of IT leaders say they would currently need to replace half of their fleet.<sup>1</sup>



Over half of IT leaders say keeping up with technological change keeps them up at night.<sup>2</sup>



92% of CIOs want versatile, flexible as a service technology.<sup>1</sup>



# Choose a long-term technology partner

IT leaders rely on technology vendors to increase organizational agility, simplify fleet deployment and management, and optimize costs. The impact is so profound that an overwhelming 92% of CIOs believe technology vendors play an invaluable role in their companies' overall success.<sup>1</sup>

It's true, enterprise technology systems are only as agile as the vendor who supports them. The right long-term technology partner will: can expect close collaboration to remove complexity, lighten the IT workload, match technology to organizational goals, and ultimately manage costs.

- Recommend tailored solutions that address your organization's unique circumstances.
- Identify and support the best cadence for upgrades and expansions.
- Remain engaged through configuration, deployment, service, and next-round strategic planning.
- Continually share industry knowledge to keep you on the cutting edge of innovation.

## How do you identify a technology vendor who can deliver a reliable long-term partnership?

- ✔ Proven success in helping major organizations scale up.
- ✔ A central financing/invoicing system to provide a single point of contact for account management.
- ✔ A well-established as a service program for the versatile deployment of devices, infrastructure, and services.

Organizations that work with visionary technology vendors have backup — literally and figuratively. They can expect close collaboration to remove complexity, lighten the IT workload, match technology to organizational goals, and ultimately manage costs.

# The future-proof checklist

**Ready to see how technology as a service will help your organization stay competitive?**

## 1) How quickly can you replace outdated devices or accommodate requests for new technology?

Flexible as a service programs allow you to add or change technology at any time with minimum upfront capital expenditures.

## 2) How much of your time is spent on IT management?

Technology as a service is always updated, requires less management, and frees you up to focus on your vision.

## 3) How well does your organization scale?

Technology as a service can quickly be scaled up or down to meet evolving business needs. Including peripheral devices, docking stations, software, services, and even cloud storage.

## 4) Are your solutions versatile enough to support a broad range of users?

Today's hybrid workplaces and multifunctional teams require individualized custom technology, not one-size-fits-all desk setups. With as a service programs, you can offer teams a choice of solutions matched precisely to their requirements.

## 5) How many vendors are you currently working with?

A fragmented vendor landscape becomes unwieldy when you have to move quickly. Technology as a service can be delivered from a single point of contact, simplifying financing/invoicing/contracting/delivery to support complex global teams.

## 6) Do you have an end-of-lifecycle device plan?

Old, out-of-date devices pose a security risk to the organization — especially when employees remain in possession of them. Technology as a service delivers a truly seamless end-to-end experience including secure end-of-life recovery and recycling.

# Future-proof your organization with Lenovo TruScale

Lenovo TruScale helps you achieve your strategic vision by giving you access to powerful, flexible solutions delivered with the simplicity of a scalable as a service, pay-as-you-go model.

**Learn more at [www.lenovo.com/TruScale](http://www.lenovo.com/TruScale)**

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1 CIO Study, Lenovo SSG, 2022. 2 IDG, "2022 Executive Summary State of the CIO," 2022. Lenovo reserves the right to alter product offerings and specifications, at any time, without notice. Lenovo makes every effort to ensure accuracy of information but is not liable or responsible for any editorial, photographic, or typographic errors. Images are for illustration purposes only. Lenovo and the Lenovo logo are trademarks or registered trademarks of Lenovo. Other company, product and service names may be trademarks or service marks of others. © **Lenovo 2022. All rights reserved.**

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